

10/20
cc: Lenny

RS

(45)

my

cc:

E. Venooker 1122
L. Wolfe 1240
R. Tanchyk 1642
T. Varde 1740
C. Moser 1742
D. Murley 1842
N. McCleary 1844
J. Wass 2243
J. Sanders 2934
D. Stewart 5641
S. Pagane 6200
P. Stromgren 6241
K. Claxton 6241
G. Palmer 6344
S. Meyers 6641
M. Moore 6644
S. Bremer 6645
S. Uribe 6645
D. Brendel 6647
L. Powell 6647
N. Peterson 6940

B. K. Stockdale

B. D. Hatter

RJR Region Managers

G. L. Scott

J. S. Farmer, III

51850 6825

R J Reynolds

Tobacco Company

LARRY S. SCHREIBER
Vice President - National Accounts

Winston-Salem, NC 27102
910-741-1621
Fax 910-741-4684

October 12, 1995

Mr. Win Schiller
WAM Enterprises
Post Office Box 853
Bay City, MI 48707

Dear Win:

Subject: Distributor Accrual Funds

Please send to each WAM Distributor this memorandum which provides them with the procedures to be reimbursed for "promotional costs" they incur associated with building sales for "Signature."

If a distributor uses any portion of his alliance accrual fund (cents/carton .60¢) to reduce the cost of goods and subsequently wants to be reimbursed, each member should:

- 1) Contact their local RJR Account Manager
- 2) Fill out with the RJR Account Manager the Form... "Forsyth Tobacco Products Alliance Program Special Request for Accrual Moneys" (copy attached)
- 3) RJR Account Manager approves the request (by signing the Form) and send completed Form to:

Forsyth Tobacco Customer Services
Post Office Box 2959
Winston-Salem, NC 27102
FAX: (910) 741-2156

- 4) R. J. Reynolds will reimburse the Distributor via check, drawing the funds from the Distributor's Accrual Fund

51850 6826

October 12, 1995
Mr. Win Schiller
Page 2

Please do not mail such requests to me; you should use the above procedures, working with the RJR Account Managers (list of RJR Managers attached).

Very truly yours,

Larry

Larry S. Schreiber
Vice President - National Accounts

LSS/kp

Attachments

cc/attachments: B. K. Stockdale
B. D. Hatter
RJR Region Managers
RJR Account Managers Assigned to WAM Members
G. L. Scott
J. S. Farmer, III

51850 6827

**FORSYTH TOBACCO PRODUCTS ALLIANCE PROGRAM
SPECIAL REQUEST FOR ACCRUAL MONEYS**

CONTRACTED CUSTOMER: _____

CONTACT (Customer): _____

CUSTOMER PHONE NUMBER: _____

BRAND: _____ \$ AMOUNT REQUESTED: _____

DESCRIPTION OF SPECIAL PROGRAM:

(Include program begin & end dates and cases promoted, as applicable)

ADDITIONAL PRODUCT NEEDED : ☐ NO ☐ YES (If YES, attach product order)

SPECIAL MAILING INSTRUCTIONS: _____

APPROVAL: _____
RJR MANAGER DATE

SEND COMPLETED FORM TO: Forsyth Tobacco Customer Services
P.O. Box 2959
Winston-Salem, NC 27102
Fax: 910-741-2156

51850 6828

WAM DISTRIBUTORS / RJR ACCOUNT MANAGERS

Distributor	SIS No.	Sales Area	Region Manager	Account Manager
Minter Weisman - Minneapolis, MN	428880	6000	T. Renehan	G. Palmer
MarMax - Rockland, IL	632644	6000	S. Karambelas	P. Stromgren
MarMax (Gordons) Des Moines	632646	6000	S. Karambelas	K. Claxton
SouthCo Dist. - Goldsboro, NC	605460	2000	G. Young	J. Sanders
City Wholesale - Birmingham, AL	112440	2000	B. Rissler	J. Wass
Charles M. Sledd - Wheeling, WV	594120	1000	P. Schmidt	T. Varde
Pine State Tobacco - Augusta, ME	503160	1000	R. Kane	E. Venooker
Hagmans Corp. - Topeka, KS	256820	6000	D. Garrison	D. Brendel
Hagmans - Lenexa, KS (F. S. Edwards)	257160	6000	D. Garrison	D. Brendel
Hagmans - Wichita, KS	259335	6000	D. Garrison	S. Bremer
Hagmans - Hays, KS	366586	6000	D. Garrison	S. Bremer
Hagmans Corp. - Pittsburgh, KS	256920	6000	D. Garrison	D. Brendel
Hagmans, Inc. - Springfield, MO	257100	6000	D. Garrison	L. Powell
Hagmans, Inc. - Stillwater, OK	659795	6000	D. Garrison	S. Uribe
City Sales, Inc. - Highland, IN	958358	6000	S. Karambelas	S. Pagane
Cooper-Booth - Lancaster, PA	130560	1000	P. Schmidt	C. Moser
Axon Candy & Tob. - Louisville, KY	029160	1000	L. Poole	D. Murley
A. E. Wease Dist. - De Soto, MO	680400	6000	C. Van H. Dem	N. Peterson
Gem State - Pocatello, ID	762670	5000	G. Haisch	D. Stewart
Gem State - Albuquerque, NM	477320	6000	D. Garrison	M. Moore
Cash WA Dist. - Kearney, NE	034222	6000	D. Garrison	S. Meyers
Mountain Service - S. Fallsburg, NY	442680	1000	R. Farmer	R. Tanchyk
Peter Dennis - Phillipsburg, NJ	153480	1000	M. Young	L. Wolfe
Gummer Wholesale - Heath, OH	251350	1000	L. Poole	N. McCleary

51850 6829